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Tale of two cities

One plant dies; one blossoms

Chrysler contrast: Kenosha, Normal

By Dutch Mandel
AUTOMOTIVE NEWS STAFF REPORTER

This is the tale of two cities that share a car-building story.

Though similarities exist between the two, they do not share the same fate.

Those who have lived in these cities have encountered and endured pendulous economic, social and psychological extremes.

And they've survived.

These cities have something else in common. They are divided by the same employer, Chrysler Motors.

Separated by 150-odd miles as the corporate jet flies, Normal, Ill., and Kenosha, Wis., are geographically close. Yet consider their juxtaposition: For some 42 days this year, the plants in these two cities will most vividly illustrate the passing of auto manufacturing's guard, as Chrysler builds cars in one of the country's most antiquated auto plants and, via Diamond-Star, in the newest.

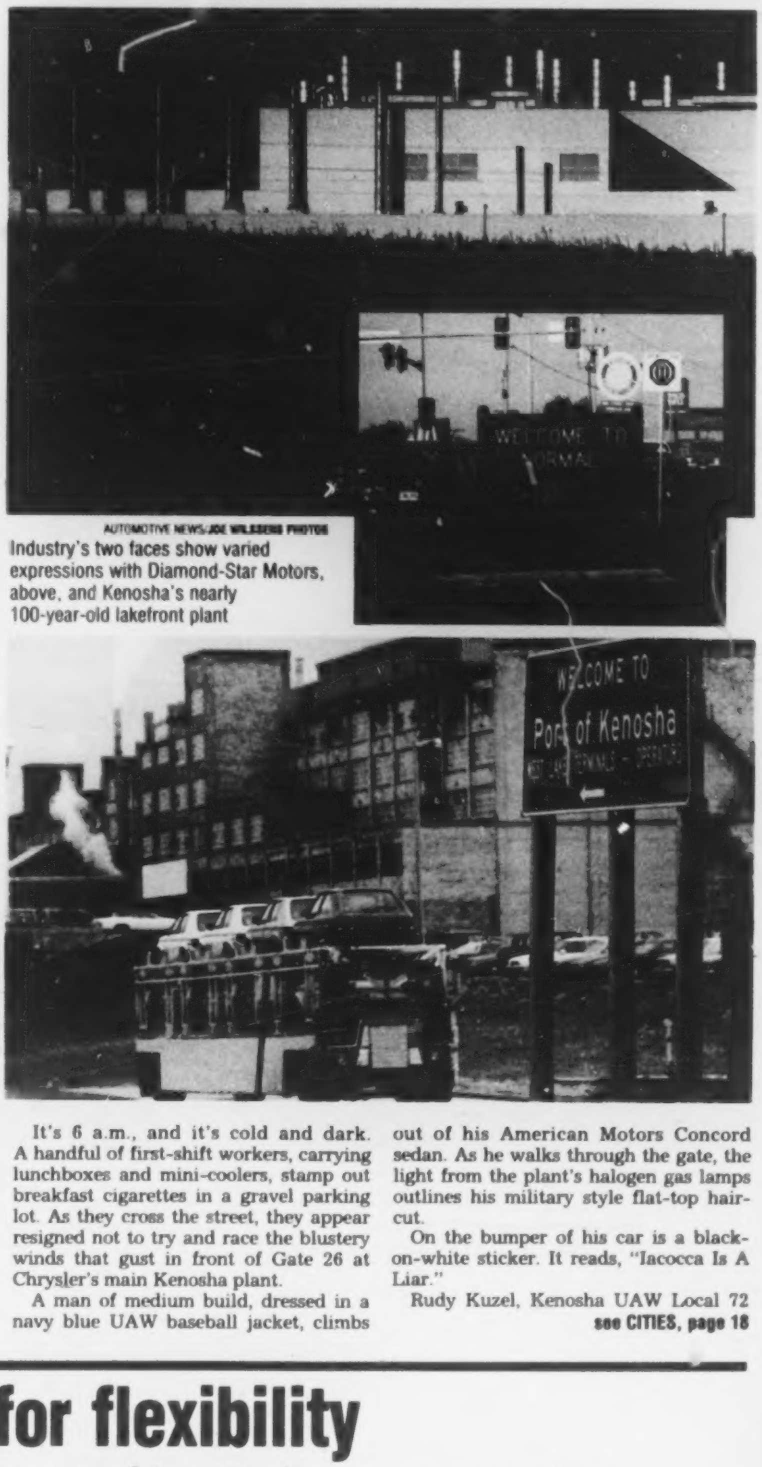
And, thanks largely to the changing way in which industrial America conducts its business, Dec. 22 will mark the end of another era, as Kenosha's car plant closes.

This is a tale of how the art of automobile manufacturing affects the people in that car-building story.

The trip to Kenosha is 55 minutes of driving along toll roads and Interstate 94 from Chicago's O'Hare airport. The city lies seven miles north of the Illinois border on Lake Michigan.

The gauntlet up I-94 outside the city is flanked with factory outlet shopping arcades and an occasional adult book store. A coal-fired power plant is five miles south of town and a nuclear power plant sits a bit further downstream.

Blues songs are written about places like this.



AUTOMOTIVE NEWS/JOE WILSSENS PHOTOS

Industry's two faces show varied expressions with Diamond-Star Motors, above, and Kenosha's nearly 100-year-old lakefront plant

It's 6 a.m., and it's cold and dark. A handful of first-shift workers, carrying lunchboxes and mini-coolers, stamp out breakfast cigarettes in a gravel parking lot. As they cross the street, they appear resigned not to try and race the blustery winds that gust in front of Gate 26 at Chrysler's main Kenosha plant.

A man of medium build, dressed in a navy blue UAW baseball jacket, climbs out of his American Motors Concord sedan. As he walks through the gate, the light from the plant's halogen gas lamps outlines his military style flat-top haircut.

On the bumper of his car is a black-on-white sticker. It reads, "Iacocca Is A Liar."

Rudy Kuzel, Kenosha UAW Local 72

see CITIES, page 18

Makers trim health costs, spur conflict

By Louise Kertesz
AUTOMOTIVE NEWS STAFF REPORTER

In their drive to cut the costs of treating workers with psychiatric and substance abuse problems, automakers are in the thick of a nationwide controversy over "managed care," a system that restricts and monitors treatment.

A federal judge in Flint, Mich., will decide this week whether to dismiss a suit against Blue Cross and Blue Shield of Michigan brought by physicians caring for General Motors workers. The Flint-area workers are in a pilot psychiatric managed care program administered by Preferred Health Ltd., Wilton, Conn.

The 10 physicians seek an injunction to stop the pilot. They charge that the program unlawfully interferes with the physician-patient relationship under Michigan law.

The pilot began in January and is scheduled to run until June 1989. It covers about 125,000 GM workers, retirees and dependents who are covered by traditional Blue Cross insurance, as opposed to a health maintenance plan.

According to a Michigan health-care provider, approximately 7 percent of those covered, or about 8,750 persons, would be expected to use the program during a calendar year.

The physicians filed suit in February.

In September, Chrysler Motors became the first automaker to launch a managed care program for its entire workforce. It, too, is managed by Preferred Health. The program is expected to cut $10 million next year in the cost of care for psychiatric and substance abuse problems, Chrysler said.

This year, the cost of caring for workers with those problems will total $40 million to $50 million, Chrysler said.

The cost of mental health benefits at GM rose 18.5 percent between 1984 and 1987 — to $83 million, though the number of people eligible rose by only 5.7 percent, GM said.

In the lawsuit against Blue Cross, the psychiatrists said in affidavits that monitoring done by telephone by case managers at Preferred Health undermines treatment. They said the monitoring has made care difficult and at times inadequate, in one instance for a psychotic and potentially dangerous patient.

Some doctors' affidavits also charge that Preferred Health case managers, who are not physicians, suggest more aggressive drug therapy "in an effort to promote

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Japan's yen for flexibility

Small production savings mean big gains in currency upswing

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — At Akebono Brake, the boxes carrying parts to the assembly line have been reduced in size. That makes it easier for workers to move between them. The saving: a tenth of a second.

Some machinery was narrowed by one foot. Workers save a half second.

Those fraction-by-fraction moves toward higher efficiency are taking place throughout the Japanese industry. While starting with a need to cut costs in the face of the yen's escalation in value, the net result is a high degree of flexibility. If the auto industry is racing toward many niches requiring low-volume lots, as many analysts predict, then the Japanese are first out of the blocks.

Masayoshi Ikeda, professor of economics at Chuo University, cited flexibility as the key asset of the Japanese makers. That flexibility means shorter development times for new models. All companies are trying to reduce that leadtime, and the Japanese have been highly successful.

For instance, Honda has reduced its leadtime to 39 months. Toyota may cut that to 24 to 36 months.

Ikeda said the most important factor in speeding up the process is improved efficiency of suppliers.

Three years ago, when the Japanese companies were reeling from the effects of the yen's ascent, most makers laid out ambitious goals to cut costs. To do so, they overhauled their production systems and leaned heavily on their suppliers to do the same.

In the fall of 1986, after Nissan Motor Co. recorded — to much embarrassment — its first operating loss, the company called for a major effort to increase productivity by 30 percent and, in essence, cut costs. That goal was largely accomplished when the company reported it reduced operating costs by about 94 billion

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Buffalo car dealers start own auction

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

It took just 20 minutes for members of the Niagara Frontier Automobile Dealers Association in Buffalo, N.Y., to snatch up $550,000 of Class A stock at $5,000 per share to build the Greater Buffalo Auto Auction.

Next month, the dealer group is expected to make a second stock offering to its members to raise $1 million to partially finance construction of the proposed $7 million facility.

In a novel business venture for dealer associations, the Buffalo group is building its own five-lane auto auction complete with a car wash, reconditioning center and restaurant on 150 acres on the outskirts of Buffalo in Alden, N.Y.

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LOW COST

O'Connell vows GM will be best

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors' chief financial officer predicts that the automaker will reverse its position as the high-cost domestic producer and become the lowest-cost domestic producer by 1992.

GM already has realized some benefit from its massive belt-tightening, said Robert O'Connell, who in July was named executive vice president in charge of the finance group and General Motors Acceptance Corp.

"The benefit will accumulate, and I think the 1990-1992 era has a real potential for GM to be the low-cost domestic producer," he said.

Auto analysts generally agree that GM's strong third quarter showed that it has turned the corner on the profit front, but the company remains the high-cost domestic producer.

O'Connell contends that key factors in GM's cost structure will show dramatic improvement by the 1990-1992 time frame.

GM has promised its shareholders that its North American factory utilization rate will rise to 100 percent by 1992. GM's truck plants are already there but the utilization rate is only 80 percent at its car plants, O'Connell said.

He didn't confirm that more plants must be closed to reach the 100 percent goal. However, other GM executives, including Chairman Roger B. Smith, have acknowledged that more plants will be idled. Analysts expect GM to close as many as four more assembly plants in the coming years.

Through attrition, GM will eliminate 20,000 hourly workers annually, O'Connell said.

"We want to take a very prudent approach to this, one that is market sensitive and employee sensitive, and do this right in terms of improving our capacity utilization to 100 percent," O'Connell said.

In addition, he said industry sales could be stronger than anticipated, giving GM the potential to improve market share. GM would have an advantage in some product lines over capacity-constrained Ford Motor Co. And stronger GM sales would immediately boost the automaker's factory-use rate.

"We think that our product program is very strong relative to the competition," he said. "Our primary objective is to profitably raise our market share, and that applies to keeping costs under control, improving our efficiency from a variable cost standpoint and also working on our fixed costs in terms of ongoing improvement in our cost structure."

GM guaranteed its shareholders that it would cut $10 billion from its 1986 cost structure by 1990 and has since upped the ante to nearly $13 billion.

O'Connell said the cut in the number of models offered, increased sharing of components among models and a reduction of possible build combinations, now numbering in the millions at some GM plants, will help GM reduce costs significantly.

O'Connell says belt tightening will continue to meet 1992 goal

AUTOMOTIVE NEWS/JOE WILSSENS

"We started many efforts toward that, but it will be the 1990 time frame when it starts to get into that powerful level," O'Connell said.

Product simplification can reduce costs by $200 to $250 a vehicle, for a savings of more than $1 billion annually, O'Connell estimated. Analysts suggest the savings to GM could exceed $2 billion.

GM has cut the number of models offered to 140 this fall, 20 percent fewer than in 1986. The goal for 1992 is 120 models.

Capital spending is slowing, and this year's total is expected to be less than last year's $7.1 billion. GM's all-time high was $11.7 billion in 1986.

O'Connell said that overseas operations are expected to be a continued strength for GM, just as they have been for two years, following the sell-off of unprofitable businesses and the restructuring of remaining operations.

He also said that GM's acquisitions, Electronic Data Systems and Hughes Aircraft, will be major contributors to GM's earnings.

In addition, Delco Electronics, the other part of GM Hughes Electronics, predicts significant growth with the increase in vehicle electronics.

O'Connell said EDS has potential for more GM business and "limitless potential for outside business," even though EDS founder H. Ross Perot is bidding against the company for a key Texas Medicaid contract.

In the short term, opinions vary widely among analysts as to how GM will do in 1989. Some predict GM will earn more than in 1988; others predict the opposite. The analysts' scenarios for the overall economy run the gamut.

While O'Connell is prohibited from forecasting earnings, he does predict a mild slowing in the economy's growth rate but with continued expansion. GM's forecast for 1989 new-car and truck sales is 15.0 million, down from 1988's expected 15.6 million.

O'Connell, like other GM executives and some analysts, predicts GM will boost its market share. GM hopes to gain one more percentage point of the car market and one extra point of the truck market.

"Our improvement in market share would more than offset any mild softening in the overall market, so we are looking for a very good year in 1989," O'Connell said.

Such strong expectations have prompted some auto analysts to suggest that GM boost its dividend minimally or offer an extra year-end dividend.

However, O'Connell said GM won't raise the dividend until it knows that the higher level can be sustained. GM will watch how the total economic picture develops in 1989 before it hikes the dividend, he said.

"We do have a fundamental improvement in the basic earnings of the corporation," O'Connell acknowledged. "That is a strong supporting factor, but it has to include the total outlook for the company, which includes the economy and the overall conditions in the automobile industry."

Earlier this month, GM declared a dividend of $1.25 a share on its common stock, the amount it has paid since the second quarter of 1984. Dividends for the Class E and Class H stock were increased to 17 cents a share and 11 cents a share, respectively, to reflect the growth in profitability at EDS and GM Hughes Electronics.

As chief financial officer, O'Connell will be a key player in turning the GM ship around. Should that effort be successful, O'Connell, now 50, may well be in line to become a future company chairman. The chairman customarily has been the chief financial officer, and O'Connell's predecessor, F. Alan Smith, is among those mentioned as a potential successor to Chairman Roger B. Smith, who retires in 1990.

O'Connell was named executive vice president in July when F. Alan Smith became executive vice president in charge of the operating staffs and public affairs group.

'88 sales climb for Campbell

First disclosure by public dealer

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — In the first public disclosure of quarterly earnings by a U.S. car dealership, Campbell Automotive Group said its sales for the first nine months of 1988 rose 3.01 percent to $109.4 million.

The eight-dealer chain, which is half-owned by Lex Service PLC, a publicly owned British auto retailer, said 1987 sales for the same period totaled $106.2 million.

While vehicle sales revenue rose a scant 1.47 percent, to $89.8 million from $88.5 million, parts sales were up 9.52 percent, to $11.5 million from $10.5 million.

However, the fastest growing revenue center was service and body shop operations, up 12.33 percent to $8.2 million from $7.3 million.

The company said it plans to expand gradually, using the $13.5 million in cash generated by the Aug. 9 sale of a half interest to Lex.

John B.T. Campbell, president of the group, said his organization will concentrate on the southern California market for dealership acquisitions. Campbell said that restricting expansion to one geographic area allows group executives to keep a close eye on operations.

The group's business plan calls for controlled growth and a low debt-to-equity ratio of 0.85-to-1, Campbell said, despite a recent offer from a bank to lend the company capital for expansion at a ratio of up to four to one. That means the bank was willing to lend the company three additional dollars — for a total of four dollars of debt — for every dollar of equity.

Campbell, who recently spoke to a West Coast meeting of the Society of Automotive Analysts, predicted that public ownership of dealerships will grow slowly.

"This is not the beginning of a wave, but the beginning of a trickle," Campbell said.

He said that five conditions must be met for a public offering to

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Big-truck dealers tally 9-month profit boom

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Profits of medium- and heavy-truck dealers have rebounded strongly this year.

And the prospects for dealers to continue improving their profitability in 1989 are very good if they can further tighten control of their operations, Bob Young, manager of the American Truck Dealers Consulting Services, told an ATD committee meeting in Orlando, Fla., recently.

The ATD is a division of the National Automobile Dealers Association. Consulting Services is the new name for its Dealer 20 Group activity. The name change reflects ATD's intention to expand beyond 20 Groups into one-on-one consulting services for individual dealerships.

For the first nine months of this year, dealers' sales and profits indicators were up, according to ATD's critical variables analysis, based on the average of its 20 Groups. ATD has 11 of these 20 Groups, five more than last year. They represent at least 150 dealerships.

Fixing the precise number of dealerships in the groups is difficult, Young said, because of the large number of megadealers represented. A group might have 14 members, but they could own 30 dealerships among them, he added.

At any rate, dealer net profit as a percentage of sales climbed to 2.5 percent during the first nine months of calendar 1988, up sharply over the 1.8 percent net profit showing of the similar 1987 period, according to ATD's critical variables analysis.

Young called the 39 percent improvement "very encouraging," though obviously the net profit still doesn't compare to some other automotive dealer segments.

Again, dealers' return on assets increased to 10.7 percent this year from 6.6 percent in the year-earlier period.

Dealers' return on equity improved to 34.5 percent from 24.9 percent last year, and expenses as a percent of gross profit also dropped.

Dealers spent only $88.70 for every $100 of gross profit this year compared to an outlay of $94.80 in the year-earlier period.

Their new- and used-truck gross profits, along with their parts and service receivables, were up modestly from last year.

They averaged $291,500 a month on parts sales this year compared to $268,000 a year ago, while retaining the same 25.1 percent gross profit on such sales, Young said.

Increasing their parts sales while holding the line on gross profits "means that they didn't have to give the store away to get the additional business," Young said.

He conceded that medium/heavy-truck sales might "drop off a bit" next year, "but the rest of the business should hang in there pretty strong. And it's the other part of the business that's carrying the dealership anyway."

Industry analysts, like Drexel Burnham Lambert's David Healy, predicts calendar 1988 Class 8 sales of about 145,000, dropping to about 140,000 in 1989. Ford truck operations and Volvo GM Heavy Truck officials generally concur with those projections.

Ford sees the overall Class 4-8 medium/heavy segment, which it projects at 330,000 sales this year, dropping to 320,000 in calendar 1989.

Chevrolet signs 103 converters

As of mid-November, Chevrolet had signed 103 new converters, giving it a total of 167 approved for its pool system.

With those signings, Chevrolet's main focus will be on the marketing side of its van program and in getting dealers more involved in retailing those units, said Thomas Pfingst, Chevrolet's assistant director of fleet and special vehicle sales.

Chevrolet is currently introducing a new dealer booklet that includes a listing of all its van converters. The book provides ad space for upfitters to depict their products. It is set up to include new companies as they are signed up.

Separately, some Elkhart, Ind., van converters reported an overabundance of van chassis equipped with Chevrolet's 305-cid V-8 engine and a real shortage of 350-cid V-8 models.

Pfingst said he was unaware of the imbalance. Chevrolet has no plans to provide incentives on the 305 V-8 engine chassis.

Meanwhile, Elkhart converters also reported a real scarcity of GMC compact Safari van chassis.

Detroit's Class A's

General Motors and Ford both missed out on their original November introduction date for their new Class A motor home chassis.

RV TRENDS

JOSEPH BOHN

The companies have, however, begun taking orders for the units, which they now expect to begin producing in January.

Chevrolet said it looked forward to its third consecutive 100,000-unit-plus RV sales year in the 1989 model year. That figure includes van conversion products, as well as its current 14,500-pound GVW Class A and the new 16,000-pound GVW unit and its Class C cutaway chassis.

Chevrolet will offer a toll-free telephone number as a "security blanket" for buyers of its new Class A, which puts them in touch with Chevrolet dealers and independent RV centers capable of servicing the chassis. Appliances added by motor home manufacturers are not included in the program.

Ford is raising production of its small 11,500-pound GVW Class A and its Class C cutaway chassis, as well as gradually phasing in the new 16,000-pound GVW Class A.

It expects to produce 100 to 200 of the new Class A's initially and is planning to produce and sell 12,000 to 15,000 yearly, once it gets to full production by next summer, according to Jerome Mittman, Ford Division RV sales manager.

Recreational Vehicle Wholesale Deliveries

	September 1988	September 1987	% change	9 mos. 1988	9 mos. 1987	% change
Travel trailers	4,000	4,500	–11.1	47,800	48,500	– 1.4
Park Trailers	600	600	– .0	5,400	4,800	+12.5
Travel trailers—fifth wheel	2,500	2,400	+ 4.2	24,300	20,400	+19.1
Folding camping trailers	3,100	3,400	– 8.8	32,700	32,100	+ 1.9
Truck campers	900	900	– .0	9,000	8,200	+ 9.8
Towable RV total	11,100	11,800	– 5.[illegible]	119,200	114,000	+ 4.6
Conventional (type A)	3,700	3,600	+ 2.8	31,600	30,600	+ 3.3
Van Campers (type B)	300	700	–57.1	3,900	5,200	–25.0
Chopped vans (all)	2,200	2,000	+10.0	20,500	21,300	– 3.8
Motor home total	6,200	6,300	– 1.6	56,000	57,100	– 1.9
Van conversions	15,400	15,300	+ 0.7	153,300	142,400	+ 7.7
TOTAL ALL RVs	32,700	33,400	– 2.1	328,500	313,500	+ 4.8

Source: Recreation Vehicle Industry Association.

Recreational Vehicle Wholesale Deliveries

	August 1988	August 1987	% change	8 mos. 1988	8 mos. 1987	% change
Travel trailers	4,400	4,400	– .0	43,800	44,000	– 0.5
Park Trailers	500	600	+16.7	4,800	4,200	+14.3
Travel trailers—fifth wheel	2,500	2,200	+ [illegible]	21,800	18,000	+21.1
Folding camping trailers	3,700	3,700	– [illegible]	29,600	28,700	+ 3.1
Truck campers	1,000	900	+[illegible]	8,100	7,300	+11.0
Towable RV total	12,100	11,800	+ [illegible]	106,100	102,200	+ 5.8
Conventional (type A)	3,400	3,800	–10.5	27,900	27,000	+ 3.3
Van Campers (type B)	400	700	–42.9	3,600	4,500	–20.0
Chopped vans (all)	2,200	2,400	– 8.3	18,300	19,300	– 5.2
Motor home total	6,000	6,900	–13.0	49,800	50,800	– 0.2
Van conversions	17,200	14,200	+21.1	137,900	127,100	+ 8.5
TOTAL ALL RVs	35,300	32,900	+ 7.3	295,800	280,100	+ 5.6

Source: Recreation Vehicle Industry Association.

Aviator turns to pickups, strikes conversion gold

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

WAKARUSA, Ind. — Aviator Conversions is one of the van converters that gravitated toward pickups when van chassis were tight — and struck pay dirt.

This year, with its booming pickup business and a rebound in van chassis availability, the company has signed 200 new dealers and is moving full speed ahead in both segments of its conversion operation.

It plans substantial production increases for van and pickup conversions.

Aviator got its feet wet with large-scale pickup conversions last year when it did a special Winchester promotional truck for GMC. Earlier this year, it began doing a Tony Lama special edition vehicle for Chevrolet.

The Lama pickup, designed under an exclusive licensing agreement with Tony Lama Co. of El Paso, Texas, features the company's logo, graphics and monogram on the interior and exterior, and special interior and exterior trim. It also provides complimentary snakeskin boots to retail customers.

Chevrolet is running a national sweepstakes called Truck 'N Boot through Dec. 31. Two full-sized Lama pickups, plus a variety of Tony Lama lizard, rattlesnake, antelope and cowhide boots and wallets are being given away at Chevy dealerships.

Earlier this year, Aviator had been working with local and regional dealer associations and ad groups, promoting Lama edition pickups at state fairs and agricultural shows.

Larry Laguardia, Aviator vice president and general manager, pointed to the considerable amount of effort involved in putting together such promotional vehicles, often requiring production of a large number of specially tailored vehicles in a short time.

Having done a good job for the ad associations on pickups has helped Aviator sign new dealers for its van conversions.

"We found out that, as a result of our truck programs with GMC and because of the way we handled them and the quality of our product, many of those dealers came back and bought vans from us," LaGuardia said.

It turned out to be an important factor in Aviator's success in signing so many new dealers within such a short time.

LaGuardia credits a large part of the pickup programs' success to the liberal attitude of Utilimaster, its parent company, in allowing it to get into new ventures. Utilimaster not only endorsed the program, but provided considerable engineering and other support work.

Aviator has never sought to be the low-price competitor in the van conversion market. LaGuardia said it seeks to be as competitive as it can, but maintains certain standard requirements that preclude taking production short cuts.

He said he believes Chevrolet's new requirement of adding at least $3,000 of value to a conversion is valid because some manufacturers have been taking short cuts to lower prices, detracting from the quality and longevity of the vehicles in the process.

He said he doesn't mind competing with quality converters and, in fact, likes being on a dealer's lot with other major conversion manufacturers, but he takes exception to "junk that is just sold as a price piece."

The company has moved away from the base van concept for 1989 and put together a "complete van at every price level," from the entry level through high-line models. All its vehicles have a roof rack, running boards, four captain's chairs, and other standard features.

LaGuardia said he believes that simplifies ordering and retailing by eliminating a lot of variables.

Aviator this year is also offering a lot of "quick spec" packages that bring together the most popular options into groups.

Good Times Vans sold

Texas converter now part of Coachmen

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Coachmen Industries Inc. of Elkhart, Ind., has purchased the assets of Bentley Corp.'s Good Times Van in Grandview, Texas.

Aside from creating a more formidable van conversion competitor, the deal was significant because it stemmed largely from GM's consignment pool change.

Bentley's sale of Good Times' assets, including its building and materials, was due primarily to new financial requirements it would have had to fulfill as a large Chevrolet bailment pool account, said Bill Snook, president of Coachmen Vans and newly named president of Good Times Van.

"They (Bentley) needed tremendous credit lines to satisfy the (new) GMAC credit requirement. They would not have been in a comfortable position to do that without other guarantees, letters of credit and guarantees from the owner," Snook said.

The Good Times acquisition roughly doubles Coachmen Van's dollar and unit sales. It also provides some financially beneficial economies of scale, though the two van operations will operate separately.

Good Times and Coachmen Vans, including its Consolidated Leisure Van operation, each did about $20 million in sales during the 1988 model year, Snook said. Coachmen Industries overall is a $400 million company.

Snook is looking for each of the van operations to sell about 2,100 units in the 1989 model year, or 4,200 units in total, up about 20 to 25 percent from last year.

Coachmen is increasing its van conversion capacity in Elkhart by 50 percent this year by moving van campers out of a facility that currently does both van conversions and van campers. It will produce van campers in another facility.

"It's a good growth year for both products. As you can see by our acquisition, we're particularly optimistic about the van conversion outlook," Snook added.

The Good Times acquisition also gives Coachmen some additional advantages.

"There will be some products actually produced down there (Texas)," Snook said. "They are sophisticated ABS plastic producers. They manufacture their own door panels in ABS.

"We should be able to use some of those. We also have better buying power. Both companies buy similar materials."

He added, though, "Our intention is to leave both companies as stand-alone companies. We feel their product was designed in the South for that market. It has been very successful.

"We would like to continue what has been developed by those people. And we will continue up here (Elkhart) our line for the Midwest market. Both will be separate profit centers."

Good Times Van, employing about 150 people, supplies Chevrolet and Ford van conversions, pickup trucks and Suburban conversions throughout the Southwest. The company will retain its established trade name, Good Times. It will operate as a separate subsidiary of Coachmen under the Transcoach Inc. designation.

Gene Stout, executive vice president of Coachmen, said Good Times will not only expand Coachmen's market base into the Southwest and Southern California but also will be its entry into the pickup truck and Suburban conversion business.

"In turn, Coachmen's financial capacity and chassis pools with Chevrolet, Ford, GMC and Dodge will allow Good Times to expand its dealer base and achieve additional growth in the future," Stout added.

Small converter blames politics for loss of Chevrolet business

DEARBORN, Mich. — D.J. Ven Huizen, president of Cypress Van Conversions in Muskegon, Mich., represents many smaller converters who believe the non-bailment segment was treated unfairly in Chevrolet's new program.

Ven Huizen, though, feels the real reason non-pool converters lost out is because they were too quiet and too uninvolved in what was going on to make their case before it was too late.

"The bailment companies had more backing, more money. They were more active in the Recreation Vehicle Industry Association. When the issue with Chevrolet came up, there was no one there to balance out the non-bailment companies' side of the issue," he said.

Underscoring their lack of voice, Ven Huizen said that even though non-pool converters comprise more than half of RVIA membership, they don't have fair representation on any of its major committees.

He said he is the only non-pool converter member of RVIA's custom van conversion committee, for example.

Even more indicative, he said, is the fact that when RVIA's automotive liaison committee had its annual meetings with auto company executives in Dearborn in mid-November, there was not one representative of the non-bailment segment on hand. None are members of the committee.

"The non-pool converters have requested representation on the various RVIA committees that affect our segment of the industry, to no avail," Ven Huizen said.

He believes non-pool companies have repeatedly been "portrayed as the bad guys. In fact, we are entrepreneurs who are responsible for purchasing tens of thousands of chassis per year."

"We have a fierce pride in our units and must serve our smaller customer base," he added, pointing out that small converters have to work harder to keep their dealers and the retail customers happy because they don't have the benefit of a broad distribution system.

Ven Huizen said that Chevrolet pool converters "were successful in eliminating half their competition through politics, not by building a better product."

He said non-pool converters must become more involved in the political side of their business, principally through the RVIA, if they are to survive.

October sales dip 5% in Europe; Fiat clings to '88 lead

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — European new-car sales dipped in October, as much as 12 percent in Europe's largest market, West Germany. It may signal the start of a longer-term decline predicted by some industry executives.

Overall sales in Western Europe were off 5 percent and the West German market slumped 12.7 percent, according to industry estimates compiled by Automotive News.

The German decline enabled Fiat to cling to first place over Volkswagen AG, which has been narrowing the gap in recent months.

Sales in 17 European markets totaled 1,025,700 units in October, compared with 1,079,700 in October 1987.

Analysts attributed part of the decline to booming fourth-quarter sales last year fueled by tax cuts and incentives in France and Germany. The 14.4 percent drop in France's October sales was blamed on a 1987 cut in the value-added tax that sparked extra sales.

In Germany, sales rose in the fourth quarter of 1987 because of the reduction of tax incentives on catalytic-converter-equipped cars that took effect in 1988.

Indeed, not all analysts are convinced that Europe's boom is over.

"I'd like to first see a few more months' results," said Phillips & Drew's Stephen Reitman.

But most industry executives continue to plan for a new-car market in 1989 that is down at least slightly from what promises to be record sales year of close to 13 million units in 1988.

Sales through October totaled 11,045,900, an increase of 4.5 percent over last year's record pace, which resulted in 12.4 million sales.

Fiat Group, including Alfa Romeo and Lancia, has held first place all year. But VW, with Audi and Seat, has rapidly closed the gap in recent months, outselling Fiat by more than 20,000 units in September.

VW outsold Fiat again in October, but by less than 2,000 cars, 158,000 to 156,300, as the Italian market continued to rise. For the year-to-date, Fiat held a slender sales lead of 15,600 cars.

Fiat's 10-month sales of 1,633,700 cars amounted to 14.8 percent of the European market and a volume increase of 7.2 percent. Alfa Romeo, with its new 164 sedan in Italy, has increased sales 13.1 percent, or more than 20,000, units, to 181,500.

VW, Europe's sales leader for the past three years, held 14.6 percent of the market through October with sales of 1,618,100 units, up 2.9 percent.

VW's hottest brand is the Spanish subsidiary Seat, which is up 10.6 percent to 230,200 units. Helped by a boisterous new-car market in Spain and expanding exports, Seat is the only major brand in Europe without an all-new model to achieve a sales gain of at least 10 percent in 1988.

Peugeot S.A., including Peugeot and Citroen, held a 12.7 percent market share through October on sales of 1,403,800 cars. The French group's increase of 12 percent was the best performance among Europe's six big groups. However, October's weak French market, in which the company was down 12 percent, caused its total European sales to decline 3.3 percent.

Ford, which suffered product shortages following its February strike in the United Kingdom, was in fourth-place with sales of 1,263,600 units and an 11.4 percent share. Ford's 14.3 percent decline in October was traced to a 34 percent fall-off in West Germany.

Fifth-place General Motors has boosted share in recent months with better availability of the Corsa small car from Spain. Sales ran flat through the early part of the year, but were now up 3.5 percent to 1,171,700 for the 10-month period. That was despite a 3.9 percent decline in October.

EUROPEAN SALES

Manufacturer	10 months 1988	1988 share*	10 months 1987	Volume Change '88 vs '87
Fiat Group**	1,633,700	14.8	1,524,000	+ 7.2
VW-Audi-Seat	1,618,100	14.6	1,573,100	+ 2.9
PSA***	1,403,800	12.7	1,252,900	+12.0
Ford	1,263,600	11.4	1,271,500	− 0.6
General Motors****	1,171,700	10.6	1,131,500	+ 3.5
Renault	1,097,900	9.9	1,106,500	− 0.8
Austin Rover	395,600	3.6	367,400	+ 7.7
Mercedes-Benz	381,000	3.4	374,900	+ 1.6
Nissan	330,100	3.0	313,800	+ 5.2
BMW	305,300	2.8	248,600	+22.8
Toyota	302,200	2.7	299,400	+ 0.9
Volvo	224,500	2.0	224,800	− 0.1
Mazda	214,800	1.9	197,800	+ 8.6
Mitsubishi	134,100	1.2	130,300	+ 2.9
Honda	122,400	1.1	112,300	+ 9.0
Others	447,100	4.0	442,800	+ 1.0
Total	11,045,900	100.0	10,571,400	+ 4.5

* Does not add to 100 because of rounding
** Includes Alfa Romeo
*** Peugeot, Citroen, Talbot
**** Opel, Vauxhall, Isuzu, GM-U.S./Canada

Sixth-place Renault was hurt by the weak French market in October and dropped 18.7 percent overall in Europe last month. For the year, it had 9.9 percent of the market with 1,097,900 units, down less than one percentage point.

With its new 5 series, BMW remains the hottest single brand in Europe this year. Sales are up almost 23 percent to 305,300, and it managed to stay even in Germany last month while the rest of the market was off.

Elsewhere, BMW gained 31 percent in the United Kingdom in October, 110 percent in Italy and 23 percent in France.

Mercedes-Benz was down 10 percent in Europe last month as it came under increasing pressure from BMW's 5 series and two-year-old 7 series. Mercedes' 10-month sales were 381,000, up 1.6 percent and good for 3.4 percent of the European market.

Japanese makers continue to avoid political fallout by following overall market growth in 1988. Combined sales for 10 months totaled 1,253,600, an increase of 4.2 percent and a steady 11.2 percent share of the market.

Among national markets, West Germany was down 2.6 percent for the year to 2,379,100. In 1987, it set a record with 2.9 million car sales.

The United Kingdom was up 10.9 percent to 1,974,600 for the 10-month period. It will surpass 2 million units for the second straight year and establish a record. However, sales in October were up only 2.6 percent.

NEW-CAR SALES BY COUNTRY IN EUROPE

Country	Jan-Oct. 1988	Change vs 1987
West Germany	2,379,100	− 2.6
United Kingdom	1,974,600	+10.9
Italy	1,852,400	+ 8.2
France	1,761,900	+ 3.7
Spain	886,500	+16.3
Netherlands	444,700	−13.1
Belgium-Luxembourg	408,200	+ 4.7
Sweden	280,700	+10.5
Switzerland	275,900	+ 5.3
Austria	222,200	+ 1.0
Portugal	165,900	+64.4
Finland	161,000	+14.8
Denmark	78,800	−27.3
Norway	58,400	−40.2
Ireland	57,300	+12.4
Greece	46,800	+ 5.0
Total	11,045,900	+ 4.5

The Italian market is also approaching 2 million cars. Sales were up 8.2 percent to 1,852,400 for the first 10 months, and volume improved 8.5 percent in October.

France's 14.4 percent decline in October left total sales at 1,761,900 cars for all of 1988, a 3.7 percent gain over 1987 when full-year sales were a record 2 million.

Spanish sales rose 15.7 percent in October, in line with the 10-month growth rate of 16.3 percent. Ten-month sales totaled 886,500 units as Spain stayed on course to go over one million sales for the first year ever.

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Ferrari look-alike draws lawyers

Australian company drops Ferrino name, prancing horse logo

By Pedr Davis
SPECIAL CORRESPONDENT

SYDNEY, Australia — Plans to launch a Ferrari look-alike in Australia have been altered after attorneys representing the Ferrari importers visited the stand during the recent Sydney Motor Show.

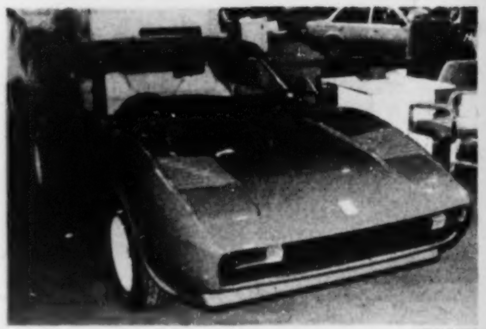
Colin Wilson, a leading Holden dealer, had planned to call his new sports car Ferrino, but after conferring with lawyers the name has been changed to Cerino. Also dropped was the logo, which resembles a prancing horse. The car, however, retains a shape that resembles a Ferrari 308-GTB.

Manufactured in Adelaide, the fiberglass body is fitted with Toyota Celica components, including a 1.6-liter, twin-cam engine. Buyers have a choice between a kit costing about $5,000 ($4,000 U.S.) and a complete, ready-for-the-road car for $22,000 ($18,200 U.S.).

Wilson said he will make at least 30 complete cars annually and as many kits as there are orders for. He said the complete car has been approved under Australia's design rule requirements.

Cerino seats four and has rear-wheel drive and a five-speed manual transmission.

Wilson adopted the styling from Geoff Heard of Creative Cars, who provided the original name, Ferrino. Wilson initially acquired the distribution rights and later took over the project and revamped the coupe to make it a four-seater.


PEDR DAVIS
Ferrino moniker has been dropped, in favor of Cerino

He said Cerino is the first of a number of cars that will be built and marketed by his Warilla Speciality Vehicle Division.

COMING EVENTS

General

Nov. 29-Dec. 2 — National RV Trade Show, Kentucky Fair and Exposition Center, Louisville, Ky.

Nov. 30-Dec. 2 — National Conference on Technical and Skills Training, Indiana Convention Center, Indianapolis, (703) 683-8174

Jan. 11-13 — Motor Vehicle Air Conditioning and Installed Accessories Trade Show and International Mobile Air Conditioning Association Convention, Hyatt Regency Hotel, Dallas-Fort Worth Airport, Texas, (214) 484-5750

Jan. 25-28 — Mobile Air Conditioning Society convention and trade show, Town and Country Hotel, San Diego, (215) 362-5800

Feb. 5-7 — National Automotive Institute seminar, Reno, Nevada, (217) 786-2850

Feb. 7-9 — Automotive Parts & Accessories Association's Pacific Automotive Show, Reno, Nev., (818) 376-0014

Feb. 27-March 3 — SAE International Congress & Exposition, Cobo Hall, Detroit, (412) 772-7131

March 2-5 — Truck Renting and Leasing Association meeting, Ritz Carlton Hotel, Naples, Fla., (202) 775-4859

March 12-15 — Metalform '89, Metalforming & Equipment Exposition, Precision Metalforming Association, O'Hare Expo Center, Chicago, (216) 585-8800

March 12-16 — American Car Rental Association annual meeting, Fairmont Hotel, New Orleans, (202) 223-2118

April 2-7 — American Welding Society Convention and Welding Show, Washington Convention Center, Washington, (305) 443-9353

April 4-5 — International Automotive Industry Conference, University of Michigan, Ann Arbor, Mich., (313) 764-1489

April 6-8 — Autokorjaamo, Fair Centre, Helsinki, Finland

April 12-14 — Meeting the Japanese Challenge: Building Competitive Organizations, Michigan Business School, University of Michigan, Ann Arbor, Mich., (313) 763-1000

April 16-19 — National Association of Fleet Administrators conference, New York Hilton, New York, (201) 494-810

April 19-21 — Small Motor Manufacturers Association meeting, Mariner's Inn, Hilton Head, S.C., (508) 651-3920

April 21-24 — Castexpo, American Foundrymen's Society, Cobo Hall, Detroit, (312) 824-2277

Technical

Nov. 27-Dec. 2 — American Society of Mechanical Engineers' winter meeting, Hyatt Regency, Chicago, (212) 705-7037

Dec. 1-2 — Effective CAD Management, Irvine, Calif., (619) 488-0533

Jan. 9-11 — Society of Automotive Engineers Sub-zero Engineering Conditions conference, Rovaniemi, Finland, (412) 776-4841

Jan. 23-25 — Society of Automotive Engineers Autotechnologies conference and exposition, Centre de Congres Auditorium, Monte Carlo, Monaco, (412) 776-4841

Feb. 6-9 — Composites Institute of the Society of the Plastics Industry conference, Loews Anatole Hotel, Dallas, (212) 351-5410

April 3-6 — International Programmable Controllers Conference & Exposition and Expert Systems Conference & Exposition, Engineering Society of Detroit, Cobo Conference and Exhibition Center, Detroit, (313) 995-4440

April 16-20 — National Computer Graphics Association convention and exposition, Philadelphia Civic Center, Philadelphia, (703) 698-9600

April 24-27 — National Design Engineering show and conference, McCormick Place North, Chicago, (203) 352-8372

April 25-27 — Vision '89, Society of Manufacturing Engineers, Hyatt O'Hare, Chicago, (313) 271-1500

April 25-27 — Advanced Manufacturing Systems exposition and conference, McCormick Place North, Chicago, (312) 299-9311

Dealer conventions

Jan. 28-31 — National Automobile Dealer Association convention and exposition, New Orleans

March 8-11 — National Independent Automobile Dealers Association, Bally's, Las Vegas, (214) 556-0044

Auto shows

Nov. 30-Dec. 4 — Central Florida International Auto Show, Orange County Convention/Civic Center, Orlando, Fla., (800) 345-1487

Dec. 28-Jan. 2 — National Capital Area International Auto Show, Washington Convention Center, Washington

Dec. 28-Jan. 3 — Indianapolis Auto Show, Hoosier Dome and Indianapolis Convention Center, Indianapolis

Jan. 7-15 — North American International Auto Show, Cobo Hall, Detroit

Jan. 7-15 — Greater Los Angeles Auto Show, Los Angeles Convention Center, Los Angeles, (818) 995-8990

Jan. 7-16 — Philadelphia International Auto Show, Civic Center, Philadelphia, (800) 345-1487

Jan. 11-15 — Greater Toledo Auto Show, Seagate Center, Toledo, Ohio

Jan. 12-22 — Montreal Auto Show, Place Bonaventure, Montreal

Jan. 14-22 — International Auto Show, Convention Center and Festival Hall, Baltimore

Jan. 18-22 — Greater Kansas City Auto Show, Bartle Hall, Kansas City, Mo.

Jan. 19-29 — Brussels Truck Show, Brussels, Belgium

Jan. 21-29 — Pennsylvania International Auto Show, State Farm Show Complex, Harrisburg, Pa., (800) 345-1487

Jan. 21-29 — Houston Auto Show, Astro Arena, Houston, (213) 444-5202

Jan. 24-29 — Greater Metro Portland International Auto Show, Memorial Coliseum Complex, Portland, Ore.

Jan. 25-29 — Greater St. Louis International Auto Show, Cervantes Convention and Exhibition Center, St. Louis

Jan. 26-29 — Utah Auto Show, Salt Palace, Salt Lake City, (801) 484-8845

Feb. 1-5 — York Auto Show, York Fairgrounds, York, Pa., (800) 345-1487

Feb. 2-5 — Hampton Roads International Auto Show, Virginia Beach Pavilion, Virginia Beach, Va.

Feb. 2-5 — Spokane International Auto Show, Spokane River Park Center, Spokane, Wash.

Feb. 2-12 — Amsterdam Auto Show, RAI International Exhibition Centre, Amsterdam, The Netherlands, 020-549-1212

Feb. 3-5 — Michiana Auto Show, Century Center, South Bend, Ind., (219) 291-0425

Feb. 4-12 — Auto Show '89, Veterans Memorial, Columbus, Ohio

Feb. 8-12 — Buffalo Auto Show, Buffalo Convention Center, Buffalo, N.Y.

Feb. 10-13 — Tarrant County Auto Show, Tarrant County Convention Center, Fort Worth, Texas

Feb. 11-19 — Chicago Auto Show, McCormick Place, Chicago, (312) 698-6630

Feb. 15-19 — Greater Milwaukee Auto Show, Milwaukee Exposition & Convention Center & Arena, Milwaukee, (800) 345-1487

Feb. 16-26 — Toronto Auto Show, Metropolitan Toronto Convention Center, Toronto

Feb. 17-19 — Greater New Orleans International Auto Show, New Orleans Convention Center, New Orleans, (504) 831-8863

Feb. 18-26 — Orange County International Auto Show, Anaheim Stadium, Anaheim, Calif.

Feb. 22-26 — Edmonton International Auto & Truck Show, Edmonton Northlands Agricultural Complex, Exhibition Grounds, Edmonton, Alberta

Feb. 22-26 — Pittsburgh Auto Show, David L. Lawrence Convention Center, Pittsburgh

Feb. 23-26 — Greater Richmond International Auto Show, Richmond Centre, Richmond, Va., (804) 358-2277

Feb. 24-March 5 — Greater St. Paul and Minneapolis Auto Show, Hubert H. Humphrey Metrodome, Minneapolis

Feb. 25-March 5 — Cleveland Auto Show, International Exposition and Trade Center, Brook Park, Ohio

March 1-5 — San Diego International Auto Show, San Diego Convention & Performing Arts Center, San Diego

March 1-5 — Greater Rochester International Auto Show, Riverside Convention Center, Rochester, N.Y.

March 2-5 — International Auto Show, Myriad Convention Center, Oklahoma City

March 2-12 — Geneva Auto Show, Geneva

March 3-5 — Arkansas Auto Show, Arkansas State Fair Grounds, Little Rock, Ark.

March 8-12 — Jacksonville International Auto Show, Jacksonville Convention Center, Jacksonville, Fla.

March 13-19 — Quebec City Auto Show, Laval University, Quebec City, Quebec, (418) 683-2994

March 15-19 — Capital District Auto Show, Empire State Plaza, Albany, N.Y.

March 16-19 — Tulsa Auto Show, Expo Square — Tulsa State Fairgrounds, Tulsa, Okla., (918) 493-7272

March 16-19 — Louisville New Car Show, Kentucky Fair and Exposition Center, Louisville, Ky.

March 24-April 2 — Belgrade Auto and Truck Show, Belgrade, Yugoslavia

March 25-April 2 — Greater New York International Automobile Show, Jacob Javits Convention Center, New York, (718) 746-5900

March 29-April 2 — Atlanta Journal-Constitution International Auto Show, Georgia World Congress Center, Atlanta

March 29-April 2 — Arizona Auto Show, Phoenix Civic Center, Phoenix, Ariz.

March 29-April 2 — Denver Auto Show, Currigan Hall, Denver

April 21-May 1 — Turin Truck Show, Turin, Italy

April 29-May 7 — Barcelona Auto and Truck Show, Barcelona, Spain

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AUCTION DATES

General Motors

Nov. 29 — Harrisonburg Auto Auction, Harrisonburg, Va.; Florida Auto Auction of Orlando, Ocoee, Fla.; and A.D.E. of Birmingham, Moody, Ala.

Nov. 30 — Puget Auto Auction, Auburn, Wash.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Dec. 1 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Southwest Auto Auction, Phoenix, Ariz.

Dec. 6 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; South Seattle Auto Auction, Kent, Wash.; and National Auto Dealer Exchange, Bordentown, N.J.

Dec. 7 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Southern California Auto Auction, Fontana, Calif.; Mississippi Auto Auction, Hattiesburg, Miss.; and Omaha Auto Auction, Omaha, Neb.

Dec. 8 — Butler Auto Auction, Gibsonia, Pa.; Mid Ark Auto Auction, North Little Rock, Ark.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Dec. 13 — A.D.E. of Birmingham, Moody, Ala.; Florida Auto Auction of Orlando, Ocoee, Fla.; and Manheim Auto Auction, Manheim, Calif.

Dec. 14 — Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Dec. 15 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

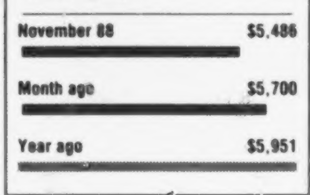
Dec. 20 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and Harrisonburg Auto Auction, Harrisonburg, Va.

Dec. 21 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; Southern California Auto Auction, Fontana; Puget Auto Auction, Auburn, Wash.; and Omaha Auto Auction, Omaha

Dec. 22 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville; and Denver Auto Auction, Englewood, Colo.

Used Car Sales

Auction Averages



Model Breakdown

Auction Averages

	NOV 1988	OCT 1988	SEPT 1988
1988 ...	$9,347	$9,863	$9,772
1987 ...	$7,272	$7,759	$7,554
1986 ...	$6,220	$6,495	$6,816
1985 ...	$5,322	$5,698	$5,593
1984 ...	$3,827	$4,206	$4,177
1983 ...	$3,038	$3,258	$3,556
1982 ...	$2,255	$2,633	$2,535
1981 ...	$1,846	$1,882	$1,743
Overall Average	$5,486	$5,748	$5,757

PRODUCTION

Turkey Day slashes car, truck output

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Last week's targeted domestic car and truck production dipped considerably from the prior week's as assembly plants worked only three days due to the Thanksgiving holiday.

Scheduled output of 88,033 cars fell 46.07 percent from the previous week's build of 163,245 and dropped 4.45 percent from the year-ago week's 92,130.

The year-ago week also included the Thanksgiving holiday.

So far this year, 6,436,506 cars have been assembled, 1.19 percent below the 6,513,808 completed last year at this point.

Companies split last week's scheduled production as follows: General Motors, 51.34 percent; Ford Motor Co., 26.35 percent; Chrysler Motors, 12.04 percent; Honda of America Manufacturing Inc., 4.90 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.27 percent; Nissan Motor Manufacturing Co. U.S.A., 1.40 percent; and New United Motor Manufacturing Inc., 0.70 percent.

Truck output also dropped sharply last week, as the manufacturers scheduled assembly of 51,331, 44.68 percent below the previous week's 92,784 but 2.90 percent more than the year-ago week's 49,886.

Year-to-date, 3,755,663 units have been assembled, 7.20 percent more than the 3,503,467 built last year at this time.

GM closed its Doraville, Ga., plant last week until Dec. 5 due to bloated inventories of the Oldsmobile Cutlass Supreme. The company also closed the Fairfax, Kan., plant, which builds the Pontiac Grand Prix, until Dec. 12.

A GM spokeswoman said Fairfax was shut down because of a parts shortage. The closure of the two plants will idle 7,600 workers.

GM's Reatta Craft Centre in Lansing, Mich., resumed work today after a two-week shutdown to prepare the body shop for convertible output and to make paint shop changes.

Ford has scheduled overtime next Saturday at Lorain, Ohio; Wixom, Mich.; Wayne, Mich.; Kansas City, Mo.; Norfolk, Va.; and Louisville, Ky.

All car and truck plants were closed last Thursday and Friday for the holiday.

No holiday; Canada steady

Last week's scheduled Canadian auto output totaled 17,527 cars, 1.18 percent below the previous week's 17,737 and 22.75 percent below the year-ago week's 22,690.

So far this year, 955,571 cars have been assembled, 31.57 percent more than the 726,261 completed last year at this point.

Truck output was slated at 20,703 units last week, 5.24 percent fewer than the the 21,848 built in the previous week but 14.92 percent more than the 18,015 assembled in the year-ago week.

Year-to-date, 851,082 trucks have been built, 13.25 percent more than the 751,532 assembled last year at this time.

U.S. CAR	Week Ended Nov. 26, 1988	Week Ended Nov. 28, 1987	Week Ended Nov. 19, 1988	Nov. to Date	Jan. 1 to Nov. 26, 1988	Jan. 1 to Nov. 28, 1987
Alliance	0	0	0	0	0	15,994
Total Eagle	0	0	0	0	0	15,994
Horizon	0	510	1,717	4,888	72,710	41,002
Sundance	1,200	1,058	2,501	7,603	94,178	82,525
Reliant	1,100	1,971	2,051	6,857	82,943	121,229
Acclaim	900	0	876	2,089	3,288	0
Caravelle	0	387	0	0	9,286	39,914
Gran Fury	0	104	511	1,283	19,199	8,474
Total Plymouth	2,200	4,030	7,656	23,270	281,561	293,144
LeBaron K	0	581	0	0	7,912	60,009
LeBaron J	1,500	1,719	2,916	8,932	78,248	103,851
LeBaron GTS	100	321	246	542	8,490	35,249
N. Yorker E-Class	0	0	0	0	0	67,102
N. Yorker C-Class	1,300	1,063	2,389	7,626	96,108	13,722
Fifth Avenue	0	827	842	2,500	29,710	59,846
Total Chrysler	2,900	4,521	6,251	19,600	220,466	329,770
Omni	0	437	1,037	4,847	71,512	35,519
Daytona	1,000	1,116	1,941	5,974	71,084	56,931
Shadow	1,200	1,208	2,441	7,152	92,678	86,652
Aries	500	2,428	2,617	7,470	82,032	114,207
Dodge 600	0	486	0	0	8,549	37,108
Dynasty	1,600	347	3,126	10,014	101,193	3,297
Lancer	100	144	241	761	8,433	21,832
Spirit	500	0	991	2,680	3,008	0
Diplomat	0	258	316	1,188	17,552	13,600
Total Dodge	4,900	6,342	13,220	40,070	456,016	368,139
CHRYSLER MOTORS	10,000	14,893	27,129	82,941	958,043	1,006,047
Escort	5,714	5,683	10,028	34,111	376,989	357,140
Mustang	2,428	2,080	3,799	12,984	182,887	165,580
Tempo	2,150	2,456	3,570	12,167	167,482	129,460
Taurus	4,518	4,780	8,684	28,217	359,889	375,058
Thunderbird	1,550	2,151	2,130	8,445	98,725	144,712
Total Ford Div.	16,360	17,748	28,212	89,925	1,168,713	1,201,962
Lynx	0	0	0	0	0	21,352
Topaz	820	735	1,380	4,688	64,257	41,767
Cougar	1,080	1,436	1,601	6,423	78,033	127,676
Sable	2,162	1,537	2,868	10,148	123,124	112,161
Total Mercury	4,021	3,708	5,850	20,270	265,474	303,185
Continental	961	332	1,599	5,282	46,585	11,253
Mark VII	408	377	782	2,617	25,358	26,061
Lincoln	1,411	1,817	2,336	7,906	112,988	129,606
Total Lincoln	2,820	2,496	4,667	15,805	186,931	166,920
Total L-M Division	6,841	6,204	10,317	36,075	452,405	470,105
FORD MOTOR CO.	23,201	23,952	38,529	130,010	1,621,118	1,672,057
Skyhawk	506	0	939	3,439	24,922	34,719
Skylark/Somerset	1,071	790	1,789	5,706	48,337	60,457
Century	1,868	2,240	3,782	13,915	128,764	146,009
Regal (rwd)	0	427	0	0	0	39,206
Riviera	374	214	614	2,143	10,791	12,357
Electra	1,530	827	2,470	8,323	81,635	87,655
LeSabre (fwd)	1,749	1,440	2,855	9,072	122,804	132,398
LeSabre (rwd)	134	207	226	762	9,083	9,089
Reatta	0	0	0	429	8,722	0
Total Buick	7,322	6,105	12,476	43,789	436,036	517,898
Cimmaron	0	0	0	0	3,893	10,046
Eldorado	441	389	707	2,529	32,222	18,940
Seville	334	382	542	1,925	21,128	17,365
Brougham (rwd)	551	1,170	935	3,101	32,328	69,229
DeVille (fwd)	2,932	1,927	4,703	15,441	145,325	129,080
Allante	45	89	75	243	1,839	4,210
Total Cadillac	4,303	3,957	6,932	23,238	236,631	248,878
Cavalier	3,853	4,252	7,033	23,986	325,079	285,480
Camaro	1,581	1,479	2,853	9,439	89,856	111,778
Celebrity	2,822	3,926	4,808	17,875	172,164	275,171
Corsica/Beretta	5,186	5,172	11,154	33,502	386,186	316,386
Monte Carlo	0	1,130	0	0	0	68,547
Caprice	2,312	3,319	4,021	13,548	189,118	178,135
Corvette	328	380	549	1,840	20,984	25,845
Total Chevrolet	16,082	19,688	30,210	99,970	1,183,346	1,251,453
Calais	1,909	1,708	3,027	9,868	166,711	108,241
Firenza	0	0	0	0	5,229	12,710
Cutlass Ciera	996	895	1,673	5,309	31,772	167,975
Cutlass Supreme	0	858	3,552	9,915	130,298	60,959
Toronado	187	251	298	1,071	13,958	14,613
88 (fwd)	1,979	2,087	3,150	11,829	143,433	184,551
88 (rwd)	71	275	147	508	10,145	13,589
Olds 98	1,088	1,144	1,745	5,787	67,615	85,581
Total Oldsmobile	6,120	7,259	13,592	43,287	569,072	580,817
Sunbird	1,461	1,361	2,984	9,286	100,986	80,030
Grand Am	3,120	2,113	4,821	17,831	220,714	228,483
Firebird	1,010	895	1,686	6,047	60,181	72,021
Grand Prix	2,436	0	4,080	13,636	132,809	0
Pontiac 6000	1,470	881	2,177	7,724	85,088	86,335
Bonneville	1,756	1,888	2,863	9,787	110,422	116,985
Safari/Parisienne	54	92	60	328	6,394	8,475
Fiero	0	575	0	0	13,287	29,856
Total Pontiac	11,306	7,785	18,488	64,488	730,114	601,986
GENERAL MOTORS	45,193	44,795	81,670	274,735	3,104,199	3,191,052
HONDA	4,310	4,071	7,514	26,411	335,697	297,938
Civic	1,450	1,309	2,497	8,768	100,116	81,625
Accord	2,860	3,066	5,017	17,643	235,581	216,313
MAZDA†	2,878	214	5,714	18,121	143,377	2,508
NISSAN	1,236	786	2,118	7,917	101,302	108,512
NUMMI	615	2,224	571	3,929	118,773	175,335
Corolla	485	652	461	3,699	47,973	39,800
Geo Prizm/Nova	120	1,572	110	230	70,797	135,535
VOLKSWAGEN	0	1,225	0	0	35,997	59,298
Golf/GTI	0	800	0	0	30,444	44,335
Jetta	0	425	0	0	5,553	14,963
Total Cars, U.S.	88,033	92,130	163,245	543,188	6,436,506	6,513,808
Total Cars, Canada	17,527	22,690	17,737	68,167	955,571	726,261
U.S., Canada Cars	105,560	114,820	180,982	611,330	7,392,077	7,240,069
U.S., Canada Cars and Trucks	177,594	182,721	295,614	995,118	11,998,822	11,495,068

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended Nov. 26, 1988	Week Ended Nov. 28, 1987	Week Ended Nov. 19, 1988	Nov. to Date	Jan. 1 to Nov. 26, 1988	Jan. 1 to Nov. 28, 1987
Eagle	0	—	0	0	0	—
Premier	1,275	—	1,280	4,902	95,243	—
CHRYSLER MOTORS	1,275	940	1,280	4,902	95,243	7,913
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	3,288	—	3,234	11,420	188,989	—
Topaz	1,628	—	1,673	5,695	52,948	—
Crown Victoria	2,885	—	2,889	10,968	118,238	—
Grand Marquis	2,885	—	2,870	10,982	120,005	—
FORD MOTOR CO.	10,686	9,670	10,646	39,066	467,988	394,478
Celebrity	391	—	416	1,548	19,192	—
Cutlass Ciera	3,525	—	3,760	13,801	204,474	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	0	—	0	0	29,088	—
Regal	0	—	0	2,727	139,608	—
GENERAL MOTORS	3,916	11,613	4,176	17,877	392,358	381,577
Civic	1,509	—	1,466	5,654	41,709	—
Accord	0	—	0	0	1,828	—
HONDA	1,509	467	1,466	5,654	43,537	13,900
VOLVO	180	0	180	648	5,842	7,980
Total Cars, Canada	17,527	22,690	17,737	68,167	955,571	726,261

U.S. TRUCK★	Week Ended Nov. 26, 1988	Week Ended Nov. 28, 1987	Week Ended Nov. 19, 1988	Nov. to Date	Jan. 1 to Nov. 26, 1988	Jan. 1 to Nov. 28, 1987
Caravan	1,000	—	2,474	7,468	83,612	—
Dakota	1,200	—	2,413	7,794	98,479	—
Mini-Ram Van	100	—	218	751	11,219	—
Pickups	1,200	—	2,423	7,308	76,997	—
Total Dodge	3,500	6,080	7,528	23,756	270,307	284,021
Cherokee	2,200	—	4,598	14,465	169,528	—
Comanche	100	—	692	2,728	40,288	—
Grand Wagoneer	100	—	388	1,078	12,749	—
Pickups	0	—	0	0	0	—
Wagoneer	100	—	212	691	9,880	—
Total Jeep	2,800	2,957	6,022	18,962	232,445	294,527
Voyager	1,000	—	2,261	6,799	77,755	—
Total Plymouth	1,000	—	2,261	6,799	77,129	—
CHRYSLER MOTORS	7,300	7,986	15,811	49,516	576,981	486,146
Aerostar	2,985	—	4,388	13,495	168,089	—
Bronco	1,083	—	1,746	5,946	51,895	—
Bronco II	1,725	—	2,865	9,408	110,280	—
Econoline	3,121	—	5,649	18,418	220,917	—
Heavy trucks	735	—	1,307	4,369	59,469	—
Light trucks	6,742	—	11,071	36,651	448,950	—
Ranger	4,233	—	7,129	22,030	294,675	—
Total Ford Div.	20,624	18,339	34,131	110,385	1,374,155	1,353,342
FORD MOTOR CO.	20,624	18,339	34,131	110,385	1,374,155	1,353,342
Astro	2,111	—	3,248	12,543	180,868	—
Blazer	302	—	507	1,846	24,006	—
Mediums/Heavies	216	—	507	1,483	18,361	—
P-Model	0	—	0	1,679	36,773	—
Pickups	5,101	—	8,903	29,522	394,058	—
S-10	3,358	—	7,138	21,371	277,614	—
S-10 Blazer	2,118	—	4,177	13,587	155,801	—
Sportsvan/Van	0	—	1,402	5,410	86,204	—
Suburban	806	—	1,443	4,983	64,239	—
Total Chevrolet	14,072	13,106	27,725	92,435	1,157,920	1,094,951
Jimmy	90	—	151	554	7,017	—
Mediums/Heavies	364	—	473	1,780	32,483	—
P-Model	0	—	0	178	4,679	—
Pickups	1,807	—	2,395	9,207	102,466	—
S-15	812	—	1,666	5,387	63,665	—
S-15 Jimmy	612	—	1,315	3,949	43,955	—
Safari	507	—	800	2,979	41,104	—
Suburban	389	—	532	2,214	28,455	—
Vandura/Rally Vans	0	—	578	1,750	30,617	—
Total GMC	4,351	4,523	8,002	28,008	354,443	346,505
GENERAL MOTORS	18,423	17,629	35,727	120,443	1,512,363	1,381,356
NAVISTAR	1,870	1,078	1,875	6,776	79,261	88,413
NISSAN	1,464	2,094	2,480	8,163	86,323	88,298
AM GENERAL*	270	450	450	1,530	20,880	15,570
MISCELLANEOUS*	1,380	2,300	2,300	7,820	108,720	107,340
Total Trucks, U.S.	51,331	49,886	92,784	304,618	3,755,663	3,503,467

CANADIAN TRUCK	Week Ended Nov. 26, 1988	Week Ended Nov. 28, 1987	Week Ended Nov. 19, 1988	Nov. to Date	Jan. 1 to Nov. 26, 1988	Jan. 1 to Nov. 28, 1987
Caravan	3,286	—	3,347	12,219	130,068	—
Mini-Ram Van	201	—	199	737	11,072	—
Ram Wagon	665	—	661	2,336	24,413	—
Ram Van	1,685	—	1,762	6,314	66,624	—
Total Dodge	5,837	7,709	5,969	21,606	232,175	305,651
Voyager	2,545	—	2,621	9,589	116,204	—
Total Plymouth	2,545	—	2,621	9,589	116,204	—
Wrangler	1,248	—	1,272	4,841	47,487	—
Total Jeep	1,248	379	1,272	4,841	47,487	32,864
CHRYSLER MOTORS	9,630	8,138	9,862	36,036	395,866	368,515
FORD MTR. (lt. trks.)	3,648	3,823	3,669	13,785	148,894	136,398
Light trucks	3,536	—	4,156	13,952	142,595	—
Vans	1,529	—	1,671	5,972	55,561	—
Total Chevrolet	5,065	—	5,827	19,924	198,156	—
Light trucks	1,744	—	1,620	6,267	70,344	—
Vans	616	—	608	2,397	27,348	—
Total GMC	2,360	—	2,228	8,664	97,692	—
GENERAL MOTORS	7,425	6,026	8,055	28,587	295,848	215,594
NAVISTAR	0	230	271	764	10,474	9,025
Total Trks., Canada	20,703	18,015	21,848	79,172	851,082	751,532
U.S., Canada Trks.	72,034	67,901	114,632	383,790	4,606,745	4,254,999

★—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.